

Note: Yellow highlighted cells are to be populated by Licensee.

Coach Services, Inc. Royalty Income Statement							
Schedule 11.1							
Veri							
Coach Services, Inc.							
1/1/22 - 6/30/23							
	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Total
	Actual	Actual	Actual	Forecast	Forecast	Forecast	Year
FULL PRICE - US & Canada							
US Gross Sales at Wholesale List							
Canada Gross Sales at Wholesale List							
Other Gross Sales at Wholesale List							
Total Gross Sales at Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
FULL PRICE - US & Canada (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)							
US Gross Sales at Wholesale List							
Canada Gross Sales at Wholesale List							
Other Gross Sales at Wholesale List							
Total Gross Sales at Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
OFF PRICE - US & Canada							
US Gross Sales at Off-Price Wholesale List							
Canada Gross Sales at Off-Price Wholesale List							
Other Gross Sales at Off-Price Wholesale List							
Total Gross Sales at Off-Price Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Initial Mark-Up Discount							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
OFF PRICE - US & Canada (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)							
US Gross Sales at Off-Price Wholesale List							
Canada Gross Sales at Off-Price Wholesale List							
Other Gross Sales at Off-Price Wholesale List							
Total Gross Sales at Off-Price Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Initial Mark-Up Discount							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
FULL PRICE - Japan							
Japan Gross Sales at Wholesale List							
Other Gross Sales at Wholesale List							
Total Gross Sales at Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
FULL PRICE - Japan - (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)							
Japan Gross Sales at Wholesale List							
Other Gross Sales at Wholesale List							
Total Gross Sales at Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
OFF PRICE - Japan							
Japan Gross Sales at Off-Price Wholesale List							
Other Gross Sales at Off-Price Wholesale List							
Total Gross Sales at Off-Price Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
OFF PRICE - Japan (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)							
Japan Gross Sales at Off-Price Wholesale List							
Other Gross Sales at Off-Price Wholesale List							
Total Gross Sales at Off-Price Wholesale List							
Less Approved Deductions Per Contract (Enter amounts as positive numbers):							
Returns Taken by Customers and Allowed by Licensee							
Damage Allowances							
Volume Rebates							
Other Deductions (must explain below)							
Total Deductions							
Total Deductions as a % of Gross Sales at Wholesale List							
Net Sales Subject to Royalty							
Royalty Percentage							
Sales Royalty Earned							
NON-US/CANADA/JAPAN TERRITORY (NON-EXCLUSIVE)							
Bahamas Sales at Wholesale List							
Dominican Republic Sales at Wholesale List							
Mexico Sales at Wholesale List							
Panama Sales at Wholesale List							
Austria Sales at Wholesale List							
Belgium Sales at Wholesale List							
Czech Republic Sales at Wholesale List							
Denmark Sales at Wholesale List							
Finland Sales at Wholesale List							
France Sales at Wholesale List							
Germany Sales at Wholesale List							
Greece Sales at Wholesale List							
Hungary Sales at Wholesale List							
Ireland Sales at Wholesale List							
Italy Sales at Wholesale List							
Luxembourg Sales at Wholesale List							
Netherlands Sales at Wholesale List							
Norway Sales at Wholesale List							
Poland Sales at Wholesale List							
Russia Sales at Wholesale List							
Spain Sales at Wholesale List							
Sweden Sales at Wholesale List							
United Kingdom Sales at Wholesale List							
Australia/New Zealand Sales at Wholesale List							
China Sales at Wholesale List							
Guam Sales at Wholesale List							
Hong Kong Sales at Wholesale List							
Indonesia Sales at Wholesale List							
Malaysia Sales at Wholesale List							
Philippines Sales at Wholesale List							
Singapore Sales at Wholesale List							
Singapore Sales at Wholesale List							
Taiwan Sales at Wholesale List							
Thailand Sales at Wholesale List							
Bahrain Sales at Wholesale List							
Dubai Sales at Wholesale List							
Kuwait Sales at Wholesale List							
South Africa Sales at Wholesale List							
Turkey Sales at Wholesale List							
Other Sales at Wholesale List							

<p>Total Gross Sales at Wholesale List</p> <p>Less: Approved Deductions Per Contract (Enter amounts as positive numbers):</p> <p>Returns Taken by Customers and Allowed by Licensee</p> <p>Damage Allowances</p> <p>Volume Rebates</p> <p>Other Deductions (must explain below)</p> <p>Total Deductions</p> <p><i>Total Deductions as a % of Gross Sales at Wholesale List</i></p> <p>Net Sales Subject to Royalty</p> <p>Royalty Percentage</p> <p>Sales Royalty Earned</p>	
<p>NON-US/CANADA/JAPAN TERRITORY (NON-EXCLUSIVE) - (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)</p> <p>Bahamas Sales at Wholesale List</p> <p>Dominican Republic Sales at Wholesale List</p> <p>Mexico Sales at Wholesale List</p> <p>Panama Sales at Wholesale List</p> <p>Austria Sales at Wholesale List</p> <p>Belgium Sales at Wholesale List</p> <p>Czech Republic Sales at Wholesale List</p> <p>Denmark Sales at Wholesale List</p> <p>Estonia Sales at Wholesale List</p> <p>France Sales at Wholesale List</p> <p>Germany Sales at Wholesale List</p> <p>Greece Sales at Wholesale List</p> <p>Hungary Sales at Wholesale List</p> <p>Ireland Sales at Wholesale List</p> <p>Italy Sales at Wholesale List</p> <p>Luxembourg Sales at Wholesale List</p> <p>Netherlands Sales at Wholesale List</p> <p>Norway Sales at Wholesale List</p> <p>Poland Sales at Wholesale List</p> <p>Russia Sales at Wholesale List</p> <p>Spain Sales at Wholesale List</p> <p>Sweden Sales at Wholesale List</p> <p>United Kingdom Sales at Wholesale List</p> <p>Australia/New Zealand Sales at Wholesale List</p> <p>China Sales at Wholesale List</p> <p>Guam Sales at Wholesale List</p> <p>Hong Kong Sales at Wholesale List</p> <p>Indonesia Sales at Wholesale List</p> <p>Malaysia Sales at Wholesale List</p> <p>Philippines Sales at Wholesale List</p> <p>Singapore Sales at Wholesale List</p> <p>Taiwan Sales at Wholesale List</p> <p>Thailand Sales at Wholesale List</p> <p>Bahrain Sales at Wholesale List</p> <p>Dubai Sales at Wholesale List</p> <p>Kuwait Sales at Wholesale List</p> <p>South Africa Sales at Wholesale List</p> <p>Turkey Sales at Wholesale List</p> <p>Other Sales at Wholesale List</p> <p>Total Gross Sales at Wholesale List</p> <p>Less: Approved Deductions Per Contract (Enter amounts as positive numbers):</p> <p>Returns Taken by Customers and Allowed by Licensee</p> <p>Damage Allowances</p> <p>Volume Rebates</p> <p>Other Deductions (must explain below)</p> <p>Total Deductions</p> <p><i>Total Deductions as a % of Gross Sales at Wholesale List</i></p> <p>Net Sales Subject to Royalty</p> <p>Royalty Percentage</p> <p>Sales Royalty Earned</p>	
<p>LICENSOR (ITS AFFILIATES & THIRD PARTY DISTRIBUTION PARTNERS)</p>	
<p>US & CANADA</p> <p>US and Canada Retail Gross Sales at Wholesale List</p> <p>eCommerce US Gross Sales at Wholesale List¹¹</p> <p>Total US & Canada Gross Sales at Wholesale List¹¹</p> <p>Less: Approved Deductions Per Contract (Enter amounts as positive numbers):</p> <p>Returns Taken by Customers and Allowed by Licensee</p> <p>Damage Allowances</p> <p>Volume Discount</p> <p>Other Allowances - Approved by Licensor</p> <p>Other Deductions (must explain below)</p> <p>Total US & Canada Deductions</p> <p><i>Total Deductions as a % of Gross Sales at Wholesale List</i></p> <p>Net Sales to Licensor - US & Canada</p>	
<p>REST OF WORLD</p> <p>Europe Retail & Ecommerce Gross Sales at Wholesale List</p> <p>Japan Retail & Ecommerce Gross Sales at Wholesale List</p> <p>Malaysia/Singapore/Australia/GC-HK-MK-TW Retail & Ecommerce Gross Sales at Wholesale List</p> <p>Rest of Asia (3rd Party Distributors) Retail Gross Sales at Wholesale List</p> <p>Latin America (3rd Party Distributors) Gross Sales at Wholesale List</p> <p>Middle East/India (3rd Party Distributors) Gross Sales at Wholesale List</p> <p>Other (3rd Party Distributors) Gross Sales at Wholesale List</p> <p>Total Rest of World Gross Sales at Wholesale List¹²</p> <p>Less: Approved Deductions Per Contract (Enter amounts as positive numbers):</p> <p>Returns Taken by Customers and Allowed by Licensee</p> <p>Damage Allowances</p> <p>Volume Discount</p> <p>Other Allowances - Approved by Licensor</p> <p>Other Deductions (must explain below)</p> <p>Total Rest of World Deductions</p> <p><i>Total Deductions as a % of Gross Sales at Wholesale List</i></p> <p>Net Sales to Licensor - Rest of World</p>	
<p>OUTLET</p> <p>US and Canada Outlet Gross Sales at Wholesale List</p> <p>Europe Outlet Gross Sales at Wholesale List</p> <p>Japan Outlet Gross Sales at Wholesale List</p> <p>Malaysia/Singapore/Australia/GC-HK-MK-TW Outlet Gross Sales at Wholesale List</p> <p>Total Outlet Gross Sales at Wholesale List</p> <p>Less: Approved Deductions Per Contract (Enter amounts as positive numbers):</p> <p>Returns Taken by Customers and Allowed by Licensee</p> <p>Damage Allowances</p> <p>Volume Discount</p> <p>Other Allowances - Approved by Licensor</p> <p>Other Deductions (must explain below)</p> <p>Total Outlet Deductions</p> <p><i>Total Deductions as a % of Gross Sales at Wholesale List</i></p> <p>Net Sales to Licensor - Outlet</p> <p>Total Licensor Sales Deductions</p> <p>Total Net Sales to Licensor</p> <p>Royalty Percentage</p> <p>Sales Royalty Earned</p>	
<p>Total Gross Full Price Sales at Wholesale List</p> <p>Less: Full Price Deductions Taken</p> <p>Total Net Full Price Sales at Wholesale List</p> <p>Total Gross Full Price Sales at Wholesale List (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)</p> <p>Less: Full Price Deductions Taken</p> <p>Total Net Full Price Sales at Wholesale List</p> <p>Total Gross Off Price Sales at Wholesale List</p> <p>Less: Off Price Deductions Taken</p> <p>Total Net Off Price Sales at Wholesale List</p> <p>Plus: Adjustment for Off Price Cap being exceeded</p> <p>Total Net Off Price Sales at Wholesale List</p> <p>Total Gross Off Price Sales at Wholesale List - (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)</p> <p>Less: Off Price Deductions Taken</p> <p>Plus: Adjustment for Off Price Cap being exceeded</p> <p>Total Net Off Price Sales at Wholesale List</p> <p>Net Sales Subject to Royalty</p> <p>Plus: Net Sales to Licensor (when allowed)</p> <p>Net Sales to Licensor - US & Canada</p> <p>Net Sales to Licensor - Rest of World</p> <p>Net Sales to Licensor - Outlet</p> <p>Plus: Adjustment for Deduction Cap being exceeded</p> <p>Total Net Sales (Inclusive of Licensor)</p>	

Calculation of Minimum Sales, Royalties, Image Fund and Creative/Design Fee					
Minimum Sales	Greater of:	\$	% of FF	-- or --	Contract
Guaranteed Minimum Royalties Earned		\$	-	-- or --	\$
Guaranteed Minimum Image Fund		\$	-	-- or --	\$
Creative/Design Fee Earned		\$	-	-- or --	\$
NET SALES (US/CANADA/JAPAN TERRITORY & NON-US/CANADA/JAPAN TERRITORY)					\$
Has Minimum Net Sales been achieved?					Yes
Deduction Cap as % of Gross Sales (excl. Sales to Licensor)					\$
Total Deductions Allowed					\$
Amount by which Deduction Cap has been exceeded					\$
Off-Price Sales Cap as % of Gross Wholesale List Price					\$
Total Off-Price Sales Allowed					\$
Total Off-Price Sales Reported @ Gross Wholesale List Price					\$
Amount by which Off-Price Sales Cap has been exceeded					\$
Full-Price Sales Threshold as % of Gross Sales, excl. sales to licensor					\$
Total Full-Price Sales Required					\$
Total Full-Price Gross Sales Reported					\$
Amount by which Full-Price Sales Cap was not achieved					\$
Licensee Spend Requirement on Co-Op, Other Marketing & Collateral as a % of Net Sales (excl. sales to licensor & off-price sales)					\$
Licensee Spend Required					\$
Licensee Spend Made					\$
Was Minimum Spend Requirement Met?					Yes
Are sales to Licensor included in royalty payment calculation?					Yes
Royalties (Exclusive Territory)					
Royalty Rate - Full Price					
Royalty Rate - Full Price (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)					
Royalty Rate - Off Price					
Royalty Rate - Off Price (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)					
Royalties Earned - Full Price		\$			
Royalties Earned - Full Price (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)		\$			
Royalties Earned - Off Price		\$			
Royalties Earned - Off Price - (All power-based, All hard-shell, all tablet cases & All products produced by Motorola, Google, and Microsoft)		\$			
Royalties Earned - Adjustments		\$			
Total Royalties Earned		\$			
Guaranteed Minimum Royalties		\$			
Excess Royalties Earned, if Any		\$			
(To be paid within 30 days of the end of each of the Licensor's fiscal quarters)					
Royalty Payments Made (Minimum & Excess) (Provide detail below)		\$			
Total Royalties Owed		\$			
Royalties (Sales to Licensor) *Do not count towards GMR					
Royalty Rate - Full Price					
Total Royalties Earned Sales to Licensor		\$			
Royalty Payments Made (Provide detail below)		\$			
Total Royalties Owed		\$			
Image Fund (Excludes Net Sales to Licensor)					
Image Fund Contribution Rate					
Total Image Fund Earned					
(To be paid within 30 days of the end of each of the Licensor's fiscal quarters)					
Guaranteed Minimum Image Fund ("GMR")					
Image Fund Payments Made (Minimum & Excess) (Provide detail below)					
Total Image Fund Owed					
Creative/Design Fee (Excludes Net Sales to Licensor)					
Creative/Design Fee Contribution Rate					
Total Creative/Design Fee Earned					
(To be paid within 30 days of the end of each of the Licensor's fiscal quarters)					
Guaranteed Minimum Creative ("GMC")					
Creative/Design Fee Payments Made (Minimum & Excess) (Provide detail below)					
Total Creative/Design Fee Owed					
The Representative below certifies the completeness and accuracy of the above Quarterly Royalty Statement and confirms that the Quarterly Royalty Statement and supporting Quarterly Sales Report (defined in section 11.1.(b) of the contract) have been submitted to appropriate representative(s) of Coach Services, Inc. within 30 days of the end of the Coach Services, Inc.'s fiscal quarter.					
Submitted By:	Chris Thurman				
Title:	Manager, Accounting				
Date:	4/13/2023				
Reminders					
Please make sure to include all required supporting documentation on a timely basis.					
Please explain all types of "other" deductions					
Schedule of Payments Made					
Payment Description	Payment Date	Invoice Number	Form of Payment	Payment Amount	
Excess Payment from July payments (discussed with Coach team, agreed to apply to FY23)	7/27/2022			\$ 179,767.31	
As we haven't been receiving bills, I do not think it makes sense to apply the payments to anything specific. The total ties out to what we have paid so far	8/2/2022			\$ 54,737.81	
They can get applied to the total due to Kate Spade for the current contract year	8/3/2022			\$ 14,496.68	
	8/3/2022			\$ 239,176.31	
	8/3/2022			\$ 218,951.21	
	8/10/2022			\$ 225,130.30	
	8/24/2022			\$ 218,951.21	
	8/27/2022			\$ 218,951.21	
	9/1/2022			\$ 300,000.00	
	9/21/2022			\$ 81,060.00	
	9/28/2022			\$ 181,060.00	
	9/7/2022			\$ 242,224.64	
	9/7/2022			\$ 3,042.94	
	9/14/2022			\$ 381,060.00	
	10/26/2022			\$ 1,143,178.66	
	1/31/2023			\$ 50,000.00	
	2/28/2023			\$ 50,000.00	
	3/29/2023			\$ 100,000.00	
Schedule of Other Deductions Taken, if Any					
Reason for Other Deduction	Amount	Approved By			